

## Message Text

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ACTION ARA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 AGR-10 CIAE-00 INR-07

NSAE-00 AF-10 /057 W

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FM AMEMBASSY MANAGUA

TO SECSTATE WASHDC 3058

INFO USDOC WASHDC

AMCONSUL HAMBURG

AMEMBASSY SAN SALVADOR

UNCLAS MANAGUA 2037

SAN SALVADOR FOR AGRATT

E.O. 11652: N/A

TAGS: BPRO, BTIO, EPAP, NU

SUBJECT: NICARAGUA-BASED BUSINESSMAN SEEKS US MARKETS FOR LOCAL  
AGRICULTURAL PRODUCTS.

REF: (A) HAMBURG 478 (B) MANAGUA 1674

1. NICARAGUA-BASED, SOUTH AFRICAN BUSINESSMAN, BARNEY LIPSCHITZ, HAS APPROACHED EMBASSY IN EFFORT, INTER ALIA, TO IDENTIFY U.S. IMPORTERS OF LOCAL AGRICULTURAL PRODUCTS. ALTHOUGH EMBASSY DOES NOT ORDINARILY TRY TO HELP PROMOTE EXPORTS TO THE US, THIS CASE MAY MERIT SPECIAL CONSIDERATION. THE COMMODITIES INVOLVED MAY BE IN SHORT SUPPLY IN THE US, AND ENCOURAGEMENT OF AGRICULTURAL DIVERSIFICATION HAS LONG BEEN A USG DEVELOPMENTAL OBJECTIVE HERE.

2. LIPSCHITZ SAYS THAT HE WILL BE ABLE TO PACK AND SHIP, WITHIN THE NEXT FEW WEEKS, 220 METRIC TONS OF UNDECORTICATED, INDUSTRIAL TYPE CASHEW NUTS FROM CURRENT CROP. SUCH NUTS WILL RANGE BETWEEN 60-65 PER POUND. OILS FROM THESE INDUSTRIAL-TYPE CASHEWS, HE SAID, ARE USEFUL AS LIBRICANTS AND ARE A STRATEGIC ITEM. LIPSCHITZ WOULD LIKE TO BE PUT IN CONTACT WITH US IMPORTERS NOT ONLY WITH  
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REGARD TO THE CURRENT CROP, BUT FOR FUTURE CROPS. HIS LOCAL ASSOCIATES NOW HAVE NEARLY 6,500 ACRES PLANTED TO CASHEWS AND COULD EASILY INCREASE THE ACREAGE SHOULD THE MARKET WARRANT.

3. LIPSCHITZ IS ALSO INTERESTED IN FINDING US CUSTOMERS FOR CASTOR SEED. HE HAS ALREADY SOLD THE CURRENT CROP (ABOUT 300 MT) TO WEST GERMANY BUT WOULD LIKE TO LINE UP CUSTOMERS IN US FOR NEXT

CROP. HE SAID HE COULD SELL CASTOR SEED CRUDE OIL AS WELL IF THE LATTER WERE PREFERRED. CASTOR SEED OIL, TOO, IS AN IMPORTANT LUBRICANT, HE NOTED.

4. SESAME SEEDS ARE ALSO AMONG HIS OFFERINGS. IN ADDITION TO LEADS ON INTERESTED CUSTOMERS FOR THESE PRODUCTS, LIPSCHITZ WOULD LIKE INFORMATION ON BASIC PRICES AND ANTICIPATED US IMPORT REQUIREMENTS FOR THESE COMMODITIES.

5. AS NOTED IN REFTEL A, LIPSCHITZ IS A "DELEGATE" OF A PROMINENT HAMBURG FIRM, MICHAEL THOMAS AND PARTNERS, WHICH IS KNOWN FAVORABLY TO AMCONSUL HAMBURG. IN PRESENT INSTANCE, HOWEVER, LIPSCHITZ IS NOT ACTING ON BEHALF OF THE HAMBURG FIRM BUT RATHER ON BEHALF OF SOME NICARAGUAN GROWERS. NONETHELESS, EMBASSY BELIEVES LIPSCHITZ IS PROBABLY RELIABLE CONTACTS FOR US IMPORTERS.

6. EMBASSY WOULD APPRECIATE WHATEVER APPROPRIATE ASSISTANCE WASHINGTON AGENCIES MIGHT BE ABLE TO PROVIDE. LIPSCHITZ CAN BE REACHED VIA TELEX AMOTIVE 1015, MANAGUA OR BY TELEPHONE AT JINOTEPE 618. THEBERGE

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## Message Attributes

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**TAGS:** BPRO, BTIO, EPAP, NU, US, (LIPSCHITZ, BARNEY)  
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